

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

July 25, 1997

RJR Account #154180

Mr. J. Derigo

DERIGO SALES

SEPTEMBER WINSTON B2G2F LIGHTERS / PROMOTION #700649

Dear John:

Winston regular product has been ordered (see quantities listed below), as well as 71 skus of B2G2F Lighter Sleeves / Displays (Item #527552) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

<u>UPC Code</u>	<u>WINSTON</u>	<u>Case</u>	<u>#/ Cases</u>
	<u>Brand Style</u>	<u>Size</u>	
12300-11112	Light	12M	<u>1</u>
12300-11906	Light Box	6M	<u>2</u>
12300-11012	Full Flavor	12M	<u>2</u>
12300-11212	Full Flavor Box	12M	<u>1</u>

Product PO #004 ; Displays PO # 005 (7/26-07/25)*

Product / Premium Arrival: August 11, 1997

Ship Date to Retail: Week of: August 25, 1997

SKU CUBE: 1.7150

SKU WT (w/o Product): 6.6200 lbs

Retail Sales Offer per Sku: 20 units

Billing per Sku: 4 Full Price Cartons

EFT \$ Amount: \$3,545.85

Non-EFT \$ Amount: \$N/A

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B2GFP
DERIGO SALES

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-2-free-lighters sleeves. Two packs of Winston product should be placed into the sleeve. Consumer purchases two packs, receives two Winston 'No Bull' Lighters free.

SHIP NUMBER QF DISPLAYS AS INDICATED ON THE ATTACHED CUSTOMER LIST

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$133.00 (4.75 case(s) @ \$28.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: C. Alessandra

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-WINB2.DOC

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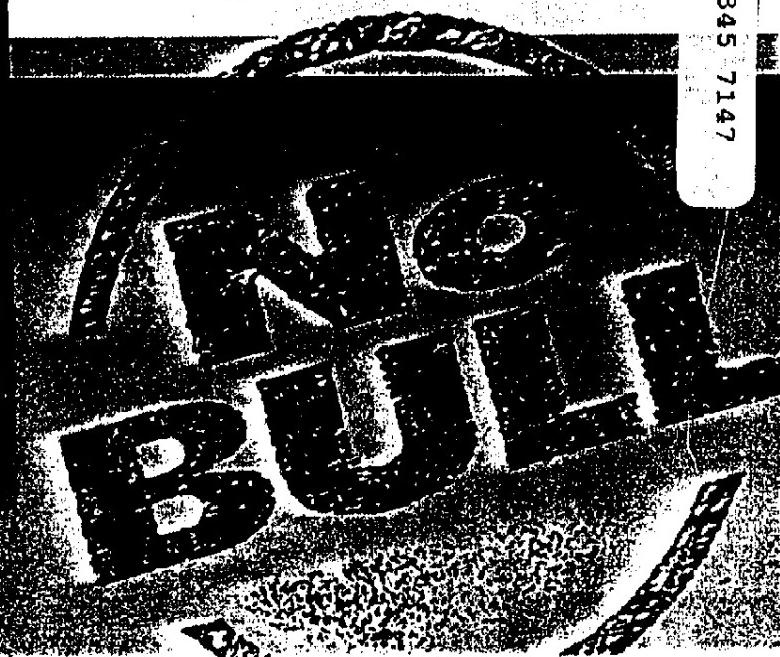


Two free No Bull Lighters.

No bull.
Get 2
lighters

FREE with
2-pack purchase

- Special September offer: Buy two packs of new, no-additive Winston, get two free No Bull lighters
- Special packaging
- Attention-getting displays
- Proven traffic builder



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WHOLESALER : 154180 DERIGO SALES, INC. <DIRECT>
 TEMPLATE : 700649 70900 WIN SEP B2G LTRS
 TEMPLATE SEQ : 0013
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162601	162626	398665	CPM #33-015	3030 SWEET HOME R	AMHERST	NY	14228	1	0990-0000		(716)1691-7655	
162601	162626	691528	M&R FASTSTOP	221 OLIVER ST	N TONAWANDA	NY	14120	1			(716)743-0919	
162601	162626	744008	PARKSIDE MARKET INC	1150 SHERIDAN DR	TONAWANDA	NY	14150	1			(716)447-9169	
162601	162629	746533	AL'S CORNER STORE	2894 ELMWOOD AVE	KENMORE	NY	14217	1			(716)873-7745	
162601	162629	460480	JOE'S SERVICE CENTE	1602 ELMWOOD AVE	BUFFALO	NY	14207	1			(716)877-9823	
162601	162625	496766	ALLENTOWN FOOD SHOP	76 ELMWOOD AVE	BUFFALO	NY	14201	1			(716)881-5748	
162601	162629	574995	QUICK CHECK FOOD MR	2580 ELMWOOD AVE	BUFFALO	NY	14217	1			(716)871-1665	
162601	162625	576389	FAMILY CORNER STORE	380 CONNECTICUT S	BUFFALO	NY	14213	1			(716)886-4970	
162601		597977	ZIPPS FOOD & BEV.	896 NIAGARA ST	BUFFALO	NY	14213	1			(716)886-9032	
162601		598990	U.S. FOOD MART	235 ESSER ST.	BUFFALO	NY	14207	1			(716)875-1234	
162601	162629	658852	COLVIN-COVENIENT	630 COLVIN AVE	BUFFALO	NY	14216	1			(716)877-4440	
162601	162625	396895	HOLLY FARMS MARKET	233 - 235 ALLEN S	BUFFALO	NY	14202	1			(716)882-2733	
162601	162629	397310	HERTEL NEWS	1416 HERTEL AVE	BUFFALO	NY	14216	1			(716)836-3616	
162601	162622	398087	7-11 #16725	437 DAVISON RD	LOCKPORT	NY	14094	1 NYS	0001-0402		(716)433-1262	
162601	162629	765275	KWK SHOP	185 ESSER AVE	BUFFALO	NY	14207	1 NYS			(716)875-5363	
162601	162622	765413	SADO GAS #7	4004 LAKE AVE	LOCKPORT	NY	14094	1 NYS	1260-0000	SAD0089	(716)434-1184	
162601	162625	809737	PRICE RITE MARKET	324-26 W. DELEVAN	BUFFALO	NY	14213	1 NYS		PRI0326	(716)885-2887	
162601	162626	738580	SHERIDAN CONV. MART	1066 SHERIDAN DR	TONAWANDA	NY	14150	1 NYS			(716)874-9774	
162601	162626	497268	STOP N GAS #11	8811 NIAGARA FALL	NIAGARA FALLS	NY	14304	1 NYS	1260-0000	SAD0089	(716)297-9338	
162601	162626	128682	MIKE REXFORD SERVIC	1940 NIAGARA FALL	TONAWANDA	NY	14150	1 NYS			(716)692-7017	
162601	162622	128934	KENYON #778/DYNAWAS	2905 MAIN ST	NEWFANE	NY	14108	1 NYS	1895-0000		(716)778-7899	
162601	162629	311007	LIER'S DELI	897 TONAWANDA ST	BUFFALO	NY	14207	1 NYS		LIE0897	(716)873-6153	
162601	162625	396875	BILLS DEL	32 ALLEN ST	BUFFALO	NY	14202	1 NYS			(716)882-3755	
162602	162629	467548	FOOD PLUS	414 E AMHERST ST	BUFFALO	NY	14215	3			(716)834-1087	
162602	162629	525296	ARTS MOBIL #08435	2633 GENESEE ST	BUFFALO	NY	14225	1			(716)896-8860	
162602	162629	634670	APLUS MINI MART(F)	4401 UNION ROAD	CHEektowaga	NY	14225	1	0362-0102		(716)631-0009	
162602	162625	660888	WE NEVER CLOSE	1054 ELMWOOD AVE	BUFFALO	NY	14222	1			(716)886-5498	
162602	162622	672361	EAGLE EXPRESS SHOPS	5380 GENESEE ST	BOWMANSVILLE	NY	14026	1			(716)684-0333	
162602	162629	705604	IMPERIAL FOOD MKT	3039 BAILEY AVE	BUFFALO	NY	14215	1			(716)836-6223	
162602	162629	705606	WALDEN CONVENIENT	599 WALDEN AVE	BUFFALO	NY	14211	1			(716)892-4669	
162602	162625	705607	ELMWOOD NEWS	988 ELMWOOD AVE	BUFFALO	NY	14222	1			(716)883-4255	
162602	162629	397117	PIKE'S PEAK DELI	1318 FILLMORE AVE	BUFFALO	NY	14211	1			(716)896-0317	
162602	162622	398017	MISTER BILLS	8 VERNON ST	MIDDLEPORT	NY	14105	1 NYS			(716)735-7066	
162602	162622	812664	CHAPMAN'S MKT	9202 RIDGE RD	MIDDLEPORT	NY	14105	1 NYS		CHA0104	(716)735-7511	
162603	162625	067574	HILBERT MOBIL 08D9X	2793 SENECA ST	WEST SENECA	NY	14224	1			(716)824-6137	
162603	162625	522920	HAPPY CORNER STORE	505 S. PARK AVE.	BUFFALO	NY	14204	1			(716)853-2158	
162603	162625	579726	STOP N GAS #9	2111 CLINTON ST.	WEST SENECA	NY	14224	1	1260-0000		(716)824-0438	
162603	162623	620303	STOP N GAS #6	4878 LAKE SHORE R	HAMBURG	NY	14075	1	1260-0000		(716)627-7319	
162603	162625	641384	M&A FOOD MARKET	473 JEFFERSON AVE	BUFFALO	NY	14204	1			(716)855-0077	
162603	162625	641572	E. FERRY CLOVER FAR	436 E FERRY ST	BUFFALO	NY	14208	1			(716)885-9238	
162603	162625	655757	LOVEJOY FOOD & BEVE	1196 E LOVEJOY	BUFFALO	NY	14206	5			154180 (716)896-3370	
162603	162625	669476	ABBOTT CONVENIENCE	1849 ABBOTT RD	LACKAWANNA	NY	14218	1			(716)825-8446	

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WORKPLAN VAR TEMPLATE LISTING

 PAGE: 14
 DATE: 97-06-30
 TIME: 09:16 AM

 WHOLESALER : 154180 DERIGO SALES, INC. <DIRECT>
 TEMPLATE : 700649 70900 WIN SEP B2G LTRS
 TEMPLATE SEQ : 0013
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162603	162625	683061	STOP N GAS #14	3287 S PARK AVE	LACKAWANNA	NY	14218	2		1260-0000		(716)826-8121
162603	162625	719755	SAMI EXPRESS	880 FILLMORE AVE	BUFFALO	NY	14212	1				(716)842-8880
162603	162625	396994	B-KWIK MKT #66	1989 SENECA ST	BUFFALO	NY	14210	1		1435-0000		(716)824-1124
162603	162625	397015	CLINTON MINI MARKET	1880 CLINTON ST	BUFFALO	NY	14206	1				(716)828-1160
162603	162625	397169	BROTHERS DELI	1338 ELECTRIC AVE	LACKAWANNA	NY	14218	1				(716)822-1651
162603	162625	397614	JOHN'S TOBACCO	403 MAIN ST	BUFFALO	NY	14203	1				(716)855-0243
162603	162625	462442	B & S MINI MART	1199 SENECA ST	BUFFALO	NY	14210	1				(716)826-6199
162603	162625	470390	DAILY NEWS & NUMBER	999 BROADWAY ST	BUFFALO	NY	14212	3				(716)894-4900
162603	162625	481046	BROADWAY MINI MART	350 BROADWAY ST	BUFFALO	NY	14204	1				(716)855-3828
162603	162625	488478	STADIUM MOBIL #8	3856 SOUTHWESTERN	ORCHARD PARK	NY	14127	1 NYS	1260-0000	STA3856		(716)649-5930
162603	162625	764711	STOP N GAS #10	363 HOPKINS ST	BUFFALO	NY	14220	2 NYS	1260-0000	GAS0363		(716)825-6484
162603	162625	764734	STOP N GAS #1	166 FILLMORE AVE	BUFFALO	NY	14210	1 NYS	1260-0000	STOO166		(716)856-5687
162603	162623	765363	STOP N GAS #13	4100 SAINT FRANCIS HAMBURG		NY	14075	1 NYS	1260-0000	GAS4101		(716)627-2170
162603	162625	128582	BUZZ N BEE(PRIN-SEN	2097 SENECA ST	BUFFALO	NY	14210	1 NYS		PRI2097		(716)825-5372
162603	162625	128642	STOP N GAS #4	4100 SENECA ST	WEST SENECA	NY	14224	2 NYS	1260-0000	GAS4100		(716)675-2768
162603	162625	357756	STOP N GAS #2	1525 WILLIAM ST	BUFFALO	NY	14206	1 NYS	1260-0000	GAS0001		(716)897-2781
162606	162623	398620	MATTS NEWS	93 E 3RD ST	DUNKIRK	NY	14048	1				(716)366-4909
162606	162623	357767	YORKSHIRE SERV #5	12252 OLD OLEAN R	YORKSHIRE	NY	14173	1 NYS	1260-0000	YOR1225		(716)492-5722

PAGE BREAK TOTAL ACCOUNTS 60 TOTAL QUANTITY 71

TEMPLATE TOTAL ACCOUNTS 60 TOTAL QUANTITY 71

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